

Message Text

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PAGE 01 GUAYAQ 01710 020353Z

60

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /025 W

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R 011430Z SEP 76

FM AMCONSUL GUAYAQUIL

TO SECSTATE WASHDC 4880

INFO USDOC WASHDC

AMEMBASSY QUITO

UNCLAS GUAYAQUIL 1710

EO 11652: N/A

TAGS: BENC, ECRE, EC

SUBJ: GUAYAQUIL PORT EXPANSION

REF: (A) LOU STATE 229985 (B) LOU QUITO 6756

1. ON THURSDAY, SEPTEMBER 23, MR. E.D. GRANDEL, SENIOR GROUP VICE PRESIDENT, HEAVY CONSTRUCTION, RAYMOND INTERNATIONAL CAME TO THE CONSULATE TO INFORM THE CONSUL GENERAL AND THE COMMERCIAL OFFICER OF THE STATUS OF RAYMOND'S NEGOTIATIONS WITH THE GUAYAQUIL PORT AUTHORITY (GPA).

2. GRANDEL APPEARED VERY OPTIMISTIC AND SAID HE FELT SIGNIFICANT PROGRESS HAD BEEN MADE AND THERE WAS A GOOD PROBABILITY THAT A CONTRACT SIGNING COULD TAKE PLACE IN THE VERY NEAR FUTURE.

3. GRANDEL SAID RAYMOND'S BID CONTAINED SUFFICIENT CAVEATS TO PREVENT EITHER A PERFORMANCE BOND OR THE BID GUARANTEE FROM BEING CAPTICIOUSLY CALLED BY THE GPA. IN ORDER TO CALL THE BID GUARANTEE, THE GPA WOULD HAVE TO SUBMIT THE MATTER TO INTERNATIONAL ARBITRATION UNDER THE RULES OF THE INTERNATIONAL CHAMBER OF COMMERCE, HEADQUARTERED IN PARIS.

4. GRANDEL INFORMED US THAT SINCE THE OPENING OF THE BIDS, 28 NEW TEST BORES HAD BEEN MADE ON A GRID WITH 50 METER SPACINGS ACROSS THE PROPOSED SITE. HE SAID THE RESULTS OF THESE ADDITIONAL DRILLINGS CONFIRMED THE INDICATION OF THE ORIGINAL THREE BORE SITES. IF THIS IS DONE, THEN INDEED THERE MAY BE MAJOR SOILS

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PROBLEMS IN THE CONSTRUCTION OF THE NEW PORT.

5. MR. GRANDEL PROMISED TO KEEP US ABREAST OF ANY DEVELOPMENTS.
OJALA**.
BISHTON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Disposition Event:
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